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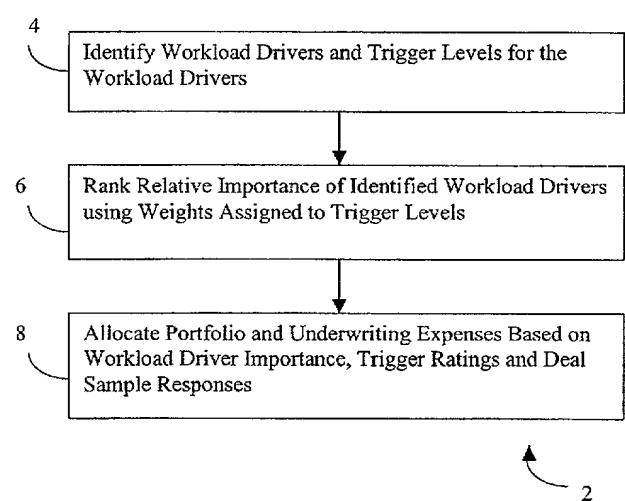


Figure 1

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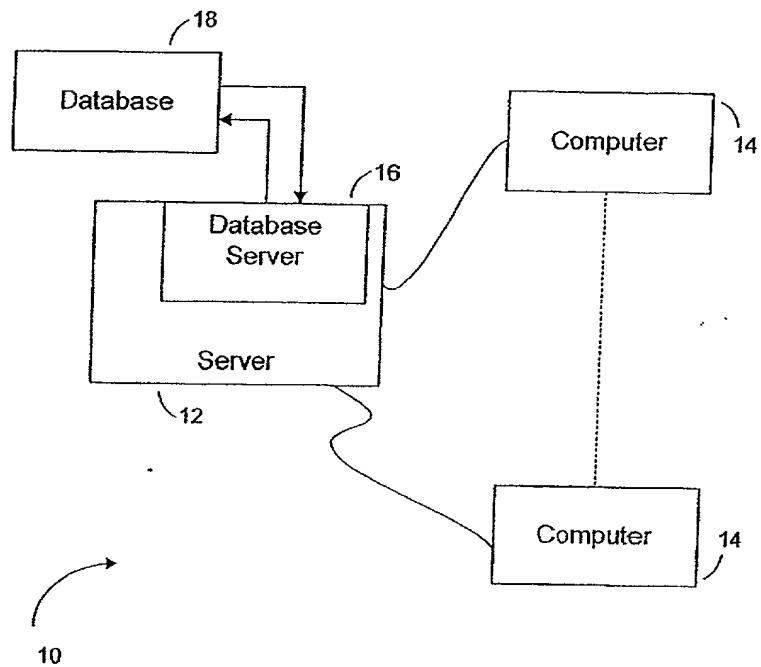


FIGURE 2

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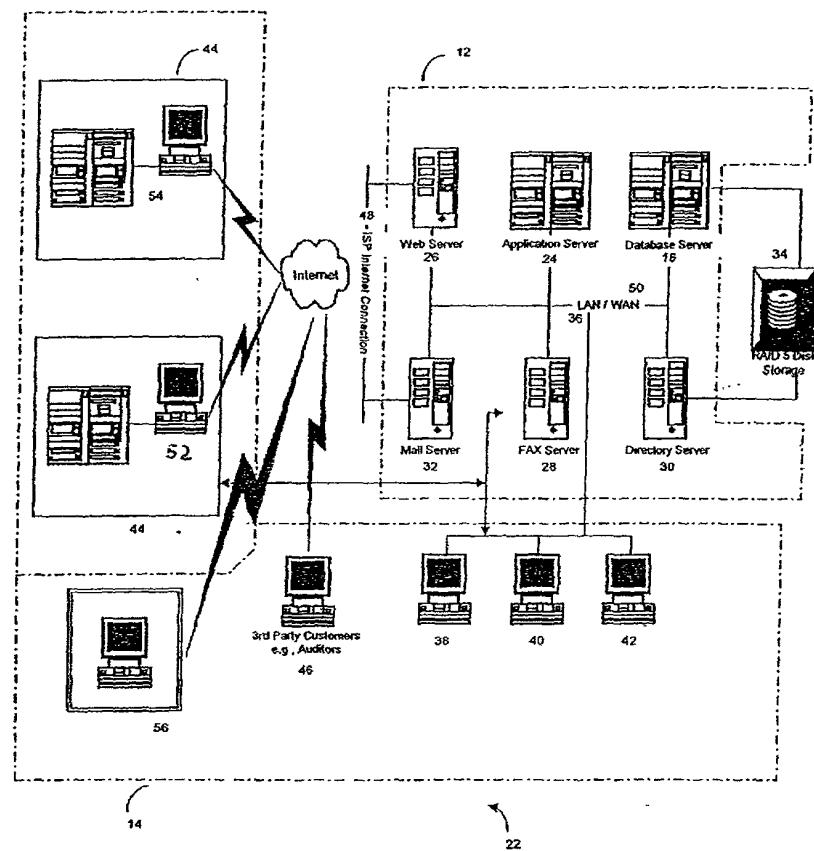


FIGURE 3

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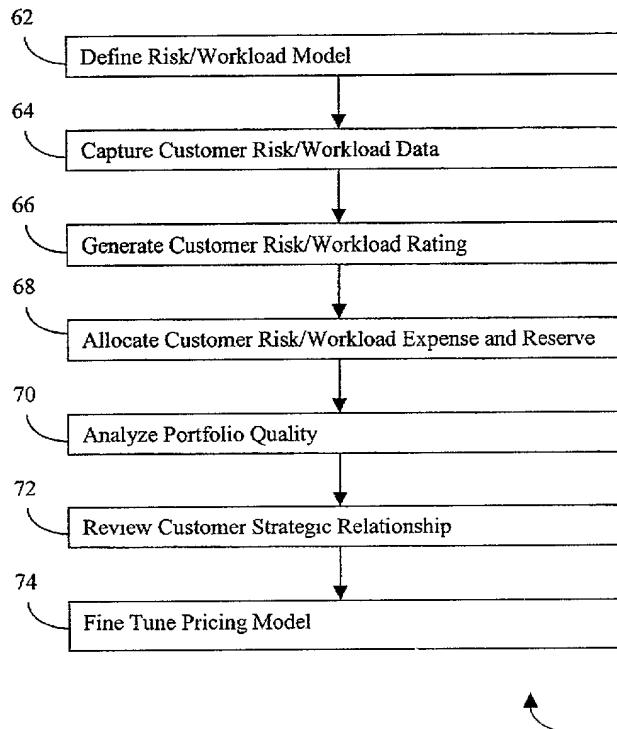


Figure 4

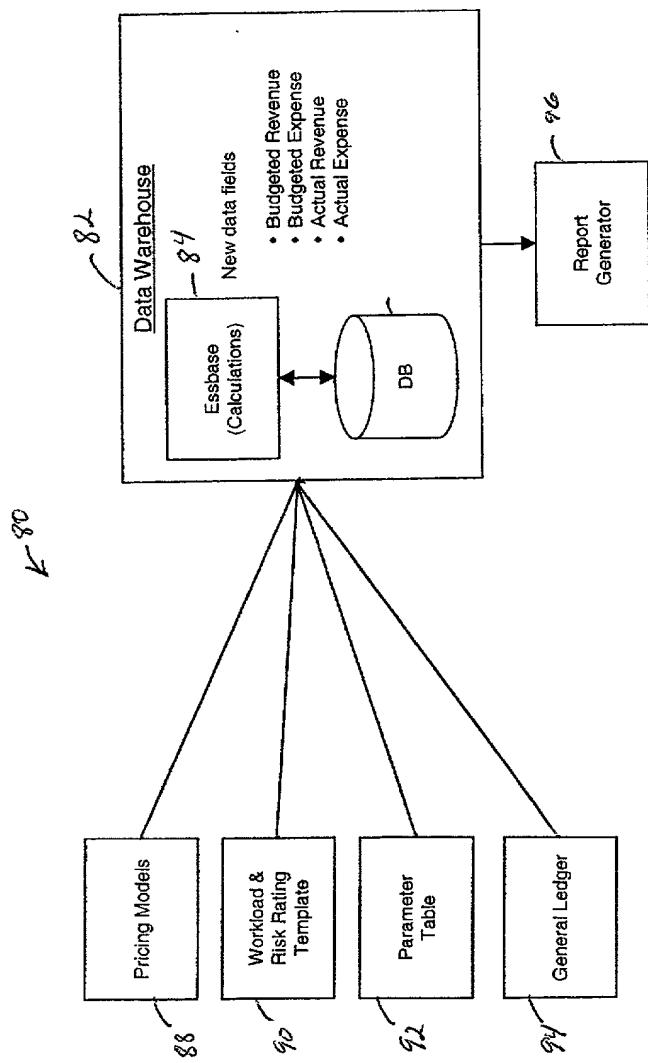


FIGURE 5

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CUSTOMER	Customer Name
REGION	
SALES PORTFOLIO REP	
U.S or Canadian Deal	US
Cross-Sell Deal	No
Cross-Sell Source	

Select "U.S." (for U.S. Tax Rate) or "C" (for Canadian Tax Rate);
If "Yes" for Cross-Sell Deal, Select Cross-Sell Source; If "No" Leave Blank.

Required Inputs: (Select Inputs From Drop Down Menus - All 11 Must be Completed)

- 1) What is the collateral performance? _____
- 2) What is the excess availability after trade clean-up? _____
- 3) Are the books & records (systems & processes) adequate? _____
- 4) What is the risk classification? _____
- 5) How many signings are in the borrowing base? _____
- 6) What is the frequency of borrowing? _____
- 7) What is the frequency of borrowing base reporting? _____
- 8) Is it a co-borrower structure? _____
- 9) What is the fixed charge coverage? _____
- 10) Is this a 1st time ABL borrower? (i.e., level of market experience) _____
- 11) Is there an EX-IM bank guarantee? _____

FIGURE 6

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CUSTOMER REGION	Customer Name	Debt Category			Equity Category		
SALES PORTFOLIO REP		Total Line Input	0	0	0	0	0
CASE		Net Inputs: Aaa, AA, A, BBB, BB, B, CCC, CCC, & D	Net Inputs: AAA, AA, A, BBB, BB, B, CCC, CCC, & D	Net Inputs: AAA, AA, A, BBB, BB, B, CCC, CCC, & D	Net Inputs: AAA, AA, A, BBB, BB, B, CCC, CCC, & D	Net Inputs: AAA, AA, A, BBB, BB, B, CCC, CCC, & D	Net Inputs: AAA, AA, A, BBB, BB, B, CCC, CCC, & D
U.S. or Canadian Deal	US	if (*) Max Conv. # Inputs To US Dealer Using Current Exchange Rate					
If you have a question, please call: Val Bimardi F#28-5548							
Total Line Input: 0							
CF HOLD AMOUNT: 0							
CF HOLD PERCENTAGE: 0							
Commitment Amount: 0							
REVOLVER (Levered L/Cs)	0	CF Percentage: 0.00%	Term: 0 (Month): 0	Index: CP	Rate: 0.00%	Adder: 0.00%	Face (\$): V
TERM A	0	0.00%	0	CP	0.00%	V	
TERM B	0	0.00%	0	CP	0.00%	V	
TERM C	0	0.00%	0	CP	0.00%	V	
TERM D	0	0.00%	0	CP	0.00%	V	
CAPEX	0	0.00%	0	CP	0.00%	V	
360 Day Adder	Y	0.00%	0	Rate: Coupon	0.00%	0.00%	V
UC FACULTY	0	0.00%	0	Rate: Coupon	0.00%	0.00%	V
PREFERRED STOCK	0	0.00%	0	Rate: Coupon	0.00%	0.00%	V
INPUT Rates (from WSJ) U.S. Prime: 0.00% W.S. Money Market Prime Rate: 0.00% W.S. Money Market Short Rate: 0.00% W.S. Money Market Day-RHS CP Rate: 0.00% W.S. Money Market Date Bins: 1 Weeks: 0.00% W.S. Money Market Long Prime Rate: 0.00% W.S. Money Market Long Prime Rate: 0.00%							
INPUT Rates (from WSJ) U.S. Prime: 0.00% W.S. Treasury: 0.00% U.S. Treasury: 0.00% Canadian Bank: 0.00% Canadian Bank: 0.00%							
(*) To enter a Fixed Rate tranche of debt into the model:							
- Input 'Tranche' in the Index column							
- Input 'Term' in the Term column							
- Input 'Rate' in the Rate column							
- Input 'Days to Maturity' in the Days to Maturity column							
- Input 'Coupon' in the Coupon column							
- Input 'Interest Type' in the Interest Type column							
- Input 'Type' in the Type column							
- Input 'Term' in the Term column							
- Input 'Rate' in the Rate column							
- Input 'Days to Maturity' in the Days to Maturity column							
- Input 'Coupon' in the Coupon column							
- Input 'Interest Type' in the Interest Type column							
- Input 'Type' in the Type column							
Since the return on Preferred Stock is fixed, you must update the GECC Money Cost rate							
(**) For CDBA deduct 10%P from the Money cost rate							
A "Call Finance" message on this page means the amortization amounts entered do not add up to the total commitment. Please verify the remaining amount is zero. If it is not, then the payment due at the end of the period is a partial payment. This is a compound interest calculation. If the full commitment has been drawn down and it is a bullet payment, change the amortization frequency to "Annual" and input the full payment in the appropriate field.							
REVENUE (Monthly Quantities, Biannual Annual)							
TERM A	0	YR.2	0	YR.3	0	YR.4	0
TERM B	0	YR.2	0	YR.3	0	YR.5	0
TERM C	0	YR.2	0	YR.3	0	YR.6	0
TERM D	0	YR.2	0	YR.3	0	YR.7	0
CAPEX	0	YR.2	0	YR.3	0	YR.8	0
PREFERRED STOCK	0	YR.2	0	YR.3	0	YR.9	0
Total Line Input: 0							
CF Annual Settlements: 0							
Frequency: Monthly							
(Monthly Quantities, Biannual Annual)							
REVOLVER (Levered L/Cs)	0	0	0	0	0	0	0
TERM A	0	0	0	0	0	0	0
TERM B	0	0	0	0	0	0	0
TERM C	0	0	0	0	0	0	0
TERM D	0	0	0	0	0	0	0
CAPEX	0	0	0	0	0	0	0
PREFERRED STOCK	0	0	0	0	0	0	0

FIGURE 7

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Customer Region		Customer Name		Total Commitment		9 (Weighted Term (in Months))	
SALES / PORTFOLIO REP		AN		Revenue		Weighted Term (in Months)	
Sales Constant Sat.		Total Retention		(101.125)		10.125	
Sales Total Utilization		Total Contributed Value		0		0	
Sales Total Utilization % Cap Ex Lim		Combined Utilization(Revenue+L/C)		0		0	
ROI		ROI		N/A		N/A	
Deal Category		ROE (High L/C Usage or late)		N/A		N/A	
KVR Rating		Net Investment Income		TOTAL DEAL FEE BREAKDOWN		N/A	
Portfolio Recovery		Collection Days		Weighted Syndication Fee Rate		N/A	
		L/C Fees		0		0	
Commitment Amount		Term Maturity		Index Rate		Alternate Pricing #1	
REVOLVER (Last Date)		CP		Index Rate		Index Rate	
TERM A		CP		0.00%		CP	
TERM B		CP		0.00%		CP	
TERM C		CP		0.00%		CP	
TERM D		CP		0.00%		CP	
CAPEX		CP		0.00%		CP	
360 Day Add'l		Y		Rate		Rate	
LOC FACILITY				0.00%			
REDEMPTION STOCK				0.00%			
VALUATION STOCK				0.00%			
VALUATION STOCK INVEST				0.00%			
Warren-Cor IRR				0.00%			
Revolver		Term A		Term B		Term C	
Chomping Fee		0.00%		0.00%		0.00%	
Chomping Fee		0.00%		0.00%		0.00%	
Chomping Fee Recovered (7/20)		0.00%		0.00%		0.00%	
Legal Expenses		0		0		0	
Annual Fees		0		0		0	
One Time Payments		0		0		0	
Collection Days		0		0		0	
REDEMITIZATION CONTRIBUTED VALUE		TERM 1		TERM 2		TERM 3	
SECURITIZATION OPERATING EXPENSES		0		0		0	
REVOLVER		TERM 2		TERM 3		TERM 4	
LOC		0		0		0	
CAPEX		0		0		0	
Non-Money Chomping, Bilingual Amend		TERM 1		TERM 2		TERM 3	
TERM A		0		0		0	
TERM B		0		0		0	
TERM C		0		0		0	
TERM D		0		0		0	
PREFERRED STOCK		0		0		0	
VALUATION STOCK PAYOFF		TERM 1		TERM 2		TERM 3	
REVOLVER		0		0		0	
TERM A		0		0		0	
TERM B		0		0		0	
TERM C		0		0		0	
TERM D		0		0		0	
CAPEX		0		0		0	
VALUATION STOCK PAYOFF #1		TERM 1		TERM 2		TERM 3	
REVOLVER		0		0		0	
TERM A		0		0		0	
TERM B		0		0		0	
TERM C		0		0		0	
TERM D		0		0		0	
CAPEX		0		0		0	
VALUATION STOCK PAYOFF #2		TERM 1		TERM 2		TERM 3	
REVOLVER		0		0		0	
TERM A		0		0		0	
TERM B		0		0		0	
TERM C		0		0		0	
TERM D		0		0		0	
CAPEX		0		0		0	
VALUATION STOCK PAYOFF #3		TERM 1		TERM 2		TERM 3	
REVOLVER		0		0		0	
TERM A		0		0		0	
TERM B		0		0		0	
TERM C		0		0		0	
TERM D		0		0		0	
CAPEX		0		0		0	
VALUATION STOCK PAYOFF #4		TERM 1		TERM 2		TERM 3	
REVOLVER		0		0		0	
TERM A		0		0		0	
TERM B		0		0		0	
TERM C		0		0		0	
TERM D		0		0		0	
CAPEX		0		0		0	
VALUATION STOCK PAYOFF #5		TERM 1		TERM 2		TERM 3	
REVOLVER		0		0		0	
TERM A		0		0		0	
TERM B		0		0		0	
TERM C		0		0		0	
TERM D		0		0		0	
CAPEX		0		0		0	
VALUATION STOCK PAYOFF #6		TERM 1		TERM 2		TERM 3	
REVOLVER		0		0		0	
TERM A		0		0		0	
TERM B		0		0		0	
TERM C		0		0		0	
TERM D		0		0		0	
CAPEX		0		0		0	
VALUATION STOCK PAYOFF #7		TERM 1		TERM 2		TERM 3	
REVOLVER		0		0		0	

DEAL SUMMARY		Customer Name Expected Date, Post Syndication									
		YR.1	YR.2	YR.3	YR.4	YR.5	YR.6	YR.7	YR.8	YR.9	TOTAL
REVOLVER BALANCE		0	0	0	0	0	0	0	0	0	\$D/V/Q1
TERM A BALANCE		0	0	0	0	0	0	0	0	0	\$D/V/Q1
TERM B BALANCE		0	0	0	0	0	0	0	0	0	\$D/V/Q1
TERM C BALANCE		0	0	0	0	0	0	0	0	0	\$D/V/Q1
CAPITAL EXPENSES		0	0	0	0	0	0	0	0	0	\$D/V/Q1
PREFERRED STOCK		0	0	0	0	0	0	0	0	0	\$D/V/Q1
COMMON STOCK		0	0	0	0	0	0	0	0	0	\$D/V/Q1
TOTAL INVESTMENT		0	0	0	0	0	0	0	0	0	\$D/V/Q1
AVERAGE L/C		0	0	0	0	0	0	0	0	0	\$D/V/Q1
INCOME		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Interest Income (Total)		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Interest Payable		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Term A		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Term B		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Term C		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Term D		0	0	0	0	0	0	0	0	0	\$D/V/Q1
CAPEX		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Capitalization		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Debtors		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Cash Flow Days		0	0	0	0	0	0	0	0	0	\$D/V/Q1
L/C Fees		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Commitment Fees		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Commission Fees		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Subscription Fees		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Unrealized Losses		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Amortization Fees		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Additional Payments		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Subscription Payment		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Warrant Redeem.		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Warrant Cancellation		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Common Stock		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Total Income		0	0	0	0	0	0	0	0	0	\$D/V/Q1
MONEY COST (Total)		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Receivables		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Term A		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Term B		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Term C		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Term D		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Preferred Stock		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Common Stock		0	0	0	0	0	0	0	0	0	\$D/V/Q1
CONTRIBUTED VALUE		0	0	0	0	0	0	0	0	0	\$D/V/Q1
OPERATING EXPENSE		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Organization		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Underwriting		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Periodic		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Overall		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Corporate A.L.A.		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Legal Expenses		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Consulting Firms		0	0	0	0	0	0	0	0	0	\$D/V/Q1
External Capital Markets		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Subscription Expenses		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Loss Provision		0	0	0	0	0	0	0	0	0	\$D/V/Q1
Audit Expenses		0	0	0	0	0	0	0	0	0	\$D/V/Q1
TOTAL C/F EXPENSE		250,000	0	0	0	0	0	0	0	0	250,000
TOTAL EXPENSES		250,000	0	0	0	0	0	0	0	0	250,000
TOTAL EXPENSES		(250,000)	0	0	0	0	0	0	0	0	(250,000)
PRE-EX INCOME		70,000	0	0	0	0	0	0	0	0	70,000
NET INCOME		(181,725)	0	0	0	0	0	0	0	0	(181,725)
CASH FLOWS		0	(151,125)	0	0	0	0	0	0	0	(151,125)

FIGURE
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Account Manager Name:				
Account Name:				
Workload - Collateral Monitoring				
Frequency of Reporting	►	►	►	►
Frequency of Borrowing	►	►	►	►
Number of Agings	►	►	►	►
Co-Borrower Structure	►	►	►	►
# of Inventory Locations	►	►	►	►
Workload - Customer Requests				
ABL Experience (Within last 12 mos.)	►	►	►	►
Monthly Time Required For Account Strategy	►	►	►	►
Number of WAN's/Other Requests (Incl. Line Inc.) Per Quarter	►	►	►	►
Risk				
Excess Availability	►	►	►	►
Fixed Charge Coverage (LTM)	►	►	►	►
Quality Of Books & Records	►	►	►	►
Assessment Of Management	►	►	►	►
Ease Of Liquidation	►	►	►	►
Structure (Within/Outside of Policy 5.0; Conservative w/ Boot Collateral)	►	►	►	►
Total Workload Time Allocation - All Accounts				
Collateral Monitoring (% of time per quarter)				
Customer Requests (% of time per quarter)				
Other				
Total Time	100%			

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FIGURE
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Region	Acct. Mgr.	Deal	Coll. Monitoring	Client Reqs.	Workload	Risk	Work/ Risk
E	Smith	Steel Co.	2.45	0.80	1.90	2.50	Mod/High
MW	Jones	Paper Co.	2.55	1.30	2.13	2.03	High/High
S	White	Drug Co.	2.00	0.50	1.50	0.60	Mod/Low
W	Black	Lumber Co.	2.00	1.00	1.67	1.80	Mod/Mod

Figure 11



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Strategic Relationship Review

Customer Name:	Maturity Date:	Account Manager:	Date:
Goals	Specific Objectives	Achievements	Assessment*
Customer Visitation Determine visitation schedule & objectives	...		
Senior Management Contact Determine senior management calling strategy & objectives.	...		
Value Added Services Plan for cross selling other GE / GE Capital products & services	...		
Opportunities For Performance Determine whether a performance based pricing strategy is appropriate	...		
Flexibility In Structure / Reporting Determines whether increased flexibility is warranted due to improved financial & collateral performance	...		
Incremental CV/S Identify opportunities to generate incremental CV/S through WAM fees, contract extensions & incremental new business.	...		
Responsiveness Outline customer requirement & establish objectives to meet/exceed expectation.	...		
Retention Strategy Understand Customer CTC's & develop strategy to retain customer.	...		
Overall Performance Rating		Exceeded Expectations	5
Did Not Meet Expectations	2	Met Expectations	3
			4

*Performance Assessment is The Responsibility Of The Region Manager & Portfolio Manager With Input From The SCO Where Appropriate

FIGURE 12

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